

## FPM (INDUSTRY) 2014

**Name:** Tapas Sengupta

**Area:** Economics

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**Educational Qualifications:** B.Sc. ( Physics, Chem, Math's) Allahabad University; B.Tech .(Electronics & communications) Allahabad University; Advance Diploma ( Marketing) IGNOU; PGPMX( IIM Indore)

**Overall Experience:** 28 years

**Present Employment:** Aircel Ltd.( Senior General Manger)

**Previous Employment:** Deputy Chief Engineer ITI Ltd ( 1986 to 2003: last designation Dy. Chief Engineer ); Head of Access Planning and Business Support (Reliance Infocomm & Reliance Communications 2003 - 2009); Head of Transmission & Joint Project Manager (Nokia Siemens Networks 2009 to 2014);

### Profile Summary:

Tapas has diverse experience in the field of Telecom both in wire-line and wireless domain. Managed big team and delivered many complex projects in set timeline. Experienced in formulating business strategy, analytics, budget management, people management and financial management. His areas of interest include organization growth & development, Inflation and Employment, analyzing changing demand and consumption pattern with respect to different parameters.

In his present assignment as Business Manager, Tapas has been assigned the responsibility of analysis of profitability of projects, Investment decision on various

project, cost, capex - opex management, manpower optimization and competency development.

**Achievements:**

- Successful production and integration of Digital M/W ( produced Indigenously) in BSNL ( earlier DOT) network, firs time in the country.
- Setup of production and testing facility of Digital M/W system in ITI Ltd ( Naini) - First public sector of India. Developing skilled manpower for the same.
- Development and production of suits of Transmission equipment PDH, SDH, DWDM, DLC, and various Wireless equipment to customers.
- Fiber and Broadband rollout across country.
- Joint Network Rollout record number of sites in record time ( 3500 BTS rollout for two customers, Idea- Vodafone in six months) in Bihar. Joint transmission management for same customers.

